

Message Text

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ACTION FSI-03

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UNCLAS DUBLIN 2650

E. O. 11652: N/A
TAGS: AFSI EI
SUBJ: FSI: COMMERCIAL LOCALS US TRAINING PROGRAM

REF: STATE 293289

1. EMBASSY NOMINATES MRS KATHLEEN F IRWIN, FOREIGN SERVICE LOCAL EMPLOYEE OF THE ECONOMIC/COMMERCIAL SECTION, TO ATTEND A SIX WEEK TRAINING PROGRAM IN THE UNITED STATES BEGINNING MARCH 7. MRS IRWIN HAS HAD ELEVEN YEARS SERVICE WITH THE EMBASSY AND IS DOING AN OUTSTANDING JOB AS ATTESTED BY THE FACT THAT SHE HAS BEEN PROMOTED TWICE IN THE PAST TWO YEARS. GIVEN HER YOUTH, INTENTIONS, AND SUPERIOR PERFORMANCE, THERE IS NO DOUBT THAT SHE WILL PROVIDE AT LEAST THE ADDITIONAL FIVE TO TEN YEARS OF SERVICE WITH THE USG CONTEMPLATED BY STATE 293289. MRS IRWIN ATTENDED THE LONDON COMMERCIAL SEMINAR IN MAY 1976, AND IT HAS BEEN APPARENT SINCE HER RETURN THAT SHE (AND THE ECONOMIC/COMMERCIAL SECTION) BENEFITED GREATLY FROM HER PARTICIPATION IN THAT COURSE.

2. DUBLIN'S ECONOMIC/COMMERCIAL SECTION IS SMALL (ONE FSO OFFICER AND THREE FSL EMPLOYEES), AND AS A RESULT, MRS IRWIN DEALS WITH A VERY WIDE RANGE OF TRADE AND MARKETING WORK. SHE OPERATES WITH A MINIMUM OF SUPERVISION, AND SHE DEMONSTRATES A HIGH LEVEL OF SKILL IN DEALING WITH THE PUBLIC. SHE IS COMPETENT, ALERT AND VERY MUCH AWARE OF US END-USER NEEDS. SHE ROUTINELY COUNSELS AND ASSISTS IRISH AND US BUS-
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INESSMEN, AND SHE COLLECTS AND REPORTS COMMERCIAL DATA OF INTEREST TO US BUSINESS COMMUNITY. IN SO DOING SHE MAINTAINS CONTACT WITH APPROPRIATE OFFICIALS. MRS IRWIN'S SPECIFIC RESPONSIBILITIES ARE VARIED AND THEY INCLUDE FOLLOW THROUGH ON ALL AGENT DISTRIBUTOR SERVICE ENQUIRIES AND THE PREPARATION OF ALL THE SECTION'S WORLD TRADERS DATA REPORTS. IN

PREPARING THE LATTER SHE MAKES SPECIFIC RECOMMENDATIONS ON THE RELIABILITY OF IRISH FIRMS AS POTENTIAL TRADING PARTNERS FOR US BUSINESSMEN. HER DAY-TO-DAY CONTACT WITH THE MARKET LEAVES HER IN A UNIQUE POSITION TO IDENTIFY TRADE OPPORTUNITIES AS THEY DEVELOP, AND SHE HAS DEMONSTRATED PARTICULAR ABILITY IN PUTTING VISITING BUSINESSMEN IN TOUCH WITH USEFUL TRADE CONTACTS OR SOURCES OF MARKET INFORMATION. MRS IRWIN'S PRIOR DUTIES HAVE INCLUDED MARKET RESEARCH.

3. SINCE DUBLIN'S ECONOMIC/COMMERCIAL SECTION IS SO SMALL IT WOULD BE PARTICULARLY USEFUL FOR US TO HAVE MRS IRWIN PARTICIPATE IN THIS TRAINING PROGRAM. THE IRISH MARKET IS SMALL BUT THE US SHARE HAS BEEN GROWING AND WE HOPE TO SEE IT CONTINUE TO GROW IN THE FUTURE. THE TRAINING MRS IRWIN WOULD RECEIVE ON THE PROPOSED TRAINING PROGRAM WOULD MAKE A CONSIDERABLE CONTRIBUTION TO OUR GOAL OF EXPANDING THE US SHARE OF THIS MARKET. FINALLY, MRS IRWIN HAS NEVER BEEN TO THE US AND AN EXPOSURE TO US BUSINESS AND US MARKETING TECHNIQUES WOULD PROVIDE INVALUABLE BACKGROUND AND TRAINING FOR HER.

4. THE AMBASSADOR PERSONALLY ENDORSES THIS NOMINATION.
CURLEY

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